

Message Text

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PAGE 01 TEHRAN 08205 121221Z

43

ACTION COME-00

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R 121130Z AUG 76

FM AMEMBASSY TEHRAN

TO F.W. HENNEFORTH, CREDIT SECTION

BANK GIRARD

1 GIRARD PLAZA

PHILADELPHIA, PENNSYLVANIA

TELEPHONE: 585-2000

CABLE: BANKGIRARD

INFO SECSTATE WASHDC 8608

UNCLAS TEHRAN 8205

E.O.11652: N/A

TAGS: BBSR, IR

SUBJ: CARGO & SHIPPING, TEHRAN

REF: TEHRAN 00090 & PREVIOUS

1. QUOTE: CARGO & SHIPPING IS ONE OF THE LARGEST SHIPPING AGENTS IN IRAN WHOSE SERVICES INCLUDE FREIGHT FORWARDING, AIR CARGO AGENCIES, CUSTOMS HOUSE BROKERING, CONTAINER SERVICES, TANKER SERVICES, ETC. BABAYN IS GENERALLY CONSIDERED TO BE AN AGGRESSIVE AND SHARP BUSINESSMAN. A 1972 BANK REPORT LIST REGISTERED CAPITAL OF THE COMPANY AS 20 MILLION RIALS AND "SATISFACTORY" REPUTATION (WTDR REPORT AVAILABLE FROM THE DEPARTMENT OF COMMERCE).

2. C&S HAS HOWEVER BEEN INVOLVED IN SEVERAL TRADE COMPLAINTS WITH AMERICAN FIRMS IN THE PAST. ONE AMERICAN CONSTRUCTION COMPANY HAS AN OUTSTANDING CLAIM FOR COMPENSATION FOR SERVICES RENDERED IN CONNECTION WITH A UNILATERALLY CANCELLED CONTRACT FOR DESIGN AND CONSTRUCTION OF A WAREHOUSE FACILITY FOR THE FIRM (BABYAN TERNATED THE CONTRACT ON THE GROUNDS THAT HE HAD DECIDED TO GIVE THE PROJECT TO AN IRANIAN FIRM).

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PAGE 02 TEHRAN 08205 121221Z

3. BECAUSE OF SIZE, EXPERTISE IN SHIPPING FIELD AND CREDIT

ASSETS, C & S SHOULD BE A GOOD TRADE CONTACT, WITH THE
CAVEAT THAT ANY CONTRACTS SHOULD BE WRITTEN WITH CARE AND
WITH THE CONSULTATION OF AN IRANIAN AS WELL AS AN AMERICAN
ATTORNEY. (IN THE CASE IN PARA 2, THE US FIRM HAD NOT
CONSULTED AN IRANIAN ATTORNEY.) REGARDS, ROGER C. BREWIN
UNQUOTE.
HELMS

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NNN

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